

## Message Text

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ACTION NEA-05

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R 150445Z APR 74

FM AMEMBASSY KUWAIT

TO USDOC WASHDC

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EO 11652: NA

TAGS: BMEP, BEXP, KU

SUBJ: KUWAIT PRIVATE SECTOR INDUSTRIAL PROJECTS

REF: A) KUWAIT 1185; B) STATE 70659; C) COMMERCE OM 3/27/74

1. FOLLOWING IS LATEST INFO WE HAVE ON STATUS CERTAIN PROJECTS AS WELL AS INFO ON SOME NEW PROJECTS OF POSSIBLE INTEREST TO U.S. COMPANIES.

2. REGARDING FOAM DRINKING CUP FACTORY (REF B) ABU GHAZALEH HAS RECEIVED LETTER FROM MASTER CONTAINER COMPANY BUT TO DATE HAS NOT HEARD FROM ARCO POLYMERS. ABU GHAZALEH WILL BE REPLYING TO MASTER CONTAINER LETTER SOON.

3. EMBOFF INFORMED ABU DHAZALEH OF POSSIBLE OWNES/CORNING FIBER-GLASS INTEREST IN FIBERGLASS PROJECT (REF C). ABU GHAZALEH REP SEEMED EXPECIALLY INTERESTED IN HEARING FROM COMPANY. IN ANSWER TO QUERY IN PARA 3 OF VIDALIS-GORDON LETTER OF MARCH 22, ABU GHAZALEH REP SAID THERE INTEREST IN PRODUCING TEXTILE FIBERGLASS WITH PRIMARY INTEREST IN USING MATERIAL IN CARPETING AND CARPET BACKING. EMBASSY ENCOURAGES OWENS/CORNING FIBERGLASS TO WRITE TO ABU DHAZALEH DIRECTLY.

4. ON BEHALF OF SEPARATE GROUP OF LOCAL BUSINESSMEN, ABU GHAZALEH NOW INTERESTED IN CONTACTING APPROPRIATE U.S. FIRMS IN CONNECTION WITH (A) LIGHT BULB FACTORY. PLAN WOULD BE TO MANUFACTURE 3 MILLION FLUORESCENT AND INCANDESCENT UNITS PER YEAR.

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ESTIMATED COST OF PROJECT IS AROUND \$5 MILLION. (B) CANDY AND

GUN FACTORY. THERE NO LOCAL MANUFACTURER OF QUALITY CANDY AND GUM PRODUCTS IN GULF REGION. (C) PROJECT TO MANUFACTURE COMPONENTS FOR ELEVATORS WITH COMPONENTS TO BE SOLD TO EGYPTIAN ELEVATOR ASSEMBLY OPERATION.

5. COMMENT: NOT CLEAR HOW SERIOUS OR FEASIBLE PROJECT C IS, BUT KUWAITI BUSINESSMEN VERY KEEN TO MOVE ON PROJECTS A AND B, FOR WHICH THERE IS LOCAL MARKET. MAY BE OF SOME INTEREST TO COMMERCE TO KNOW THAT ABU GHAZALEH OFFICE VERY ACTIVE DURING VISIT BY EMBOFF APRIL 13. FINISHING TOUCHES WERE BEING PUT IN MILLIMEEN PROJECT FOR WHICH FOREIGN PARTNER WILL BE GERMAN FIRM KLUNKERS. AT SAME TIME REPRESENTATIVE OF FRENCH MANUFACTURER WAS ALSO PRESENT FOR DISCUSSION ON OTHER PROJECT, POSSIBLY ALUMINUM PLANT. IN SHORT, WE HAVE IMPRESSION THAT SEVERAL OF PROJECTS MENTIONED IN PREVIOUS REPORTS BEGINNING TO MOVE FORWARD AND THAT SOME FOREIGN FIRMS ARE ACTIVELY PURSUING THESE OPPORTUNITIES. AT SAME TIME SHOULD BE NOTED INITIAL RESPONSE OF AMERICAN COMPANIES HAS BEEN GOOD AND ABU GHAZALEH VERY INTERESTED IN SEVERAL OF THEM. STOLTZFUS

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